

Local Performance 1998

		<u>Budget 98</u>
<input type="checkbox"/> Local Performance Budget:		\$28,000
<input type="checkbox"/> Additional from Salem:		\$ 7,000
		<u>\$35,000</u>
<input type="checkbox"/> Allowance for Tax to be grossed up		x.28%
<input type="checkbox"/> Total award amount to be awarded		\$25,200
<input type="checkbox"/> Total needed to fund Region Performance Plan		\$ 5,500
		<u>\$ 19,700</u>
<input type="checkbox"/> <u>NY Chain</u> / 3 managers	3 @ \$200=	\$ 600
<u>NJ Chain</u> / 2 managers	2 @ \$200=	\$ 400
<u>ROU</u> / 4 coordinators & 1 manager	5 @ \$200=	\$ 1,000
<u>J.City</u> n/a		
<u>Yonkers</u> 1 ELM	1 @ \$200=	\$ 200
<u>Nassau</u> 1 ELM	1 @ \$200=	\$ 200
<u>Manhattan</u> n/a		
<u>Brooklyn</u> n/a		
<u>N.Jersey</u> 1 ELM	1 @ \$200=	\$ 200
<u>Queens</u> 1 ELM	1 @ \$200=	\$ 200
<u>Region</u> 11 mgrs / 1 Sec.	12 @ \$200=	\$ 2,400
		<u>\$ 5,200</u>
<u>Total budget to be used for OTS awards</u>		<u>\$ 14,500</u>
<u>Total awards to be allocated to Mgrs.</u>		\$50 awards: 290 awards

<u>Division</u>	<u>SR/TR/RR</u>	<u>\$50 awards</u>
<u>NY Chain</u> (4 mgrs)		9
<u>NJ Chain</u> (3 mgrs)		7
<u>J.Guaneri</u>		4
<u>J. City</u> Division	9	22
<u>Yonkers</u> Sales	9	22
Retail	10	25
<u>Nassau</u> Sales	8	20
Retail	11	27
<u>Manhattan</u> Sales	11	27
<u>Brooklyn</u> Sales	10	25
<u>N. Jersey</u> Sales	8	20
Retail	10	25
<u>Queens</u> Sales	12	30
Retail	11	27

109 290 On the spot awards

Note: RSM/RBM/ROM will give "OTS" awards above this budget / incremental to cover going under budget.

Local Performance 98
Budget worksheet

51842 4264

New York Metro / 1998 Local Performance Budget

<u>Division</u>	<u>\$ for Mgrs / Coord.</u>	<u># of OTS Awards</u>	
		<u>ales Div.</u>	<u>etail Div.</u>
<i>Jersey City</i>	no ELM's	22	n/a
<i>Yonkers</i>	\$200	22	25
<i>Nassau</i>	\$200	20	27
<i>Manhattan</i>	no ELM's	27	n/a
<i>Brooklyn</i>	no ELM's	25	n/a
<i>North Jersey</i>	\$200	20	25
<i>Queens</i>	\$200	30	27
<i>ROU</i>	\$1,000	4 for Guaneri to use	
<i>NY Chain</i>	\$600	9 for Kam/Am's to use	
<i>NJ Chain</i>	\$400	7 for Kam/Am's to use	

Total "On the Spot" Awards:

290

Individual awards